

Seamus O'Prey

Chief Executive

Ortus – The Business
Development Agency

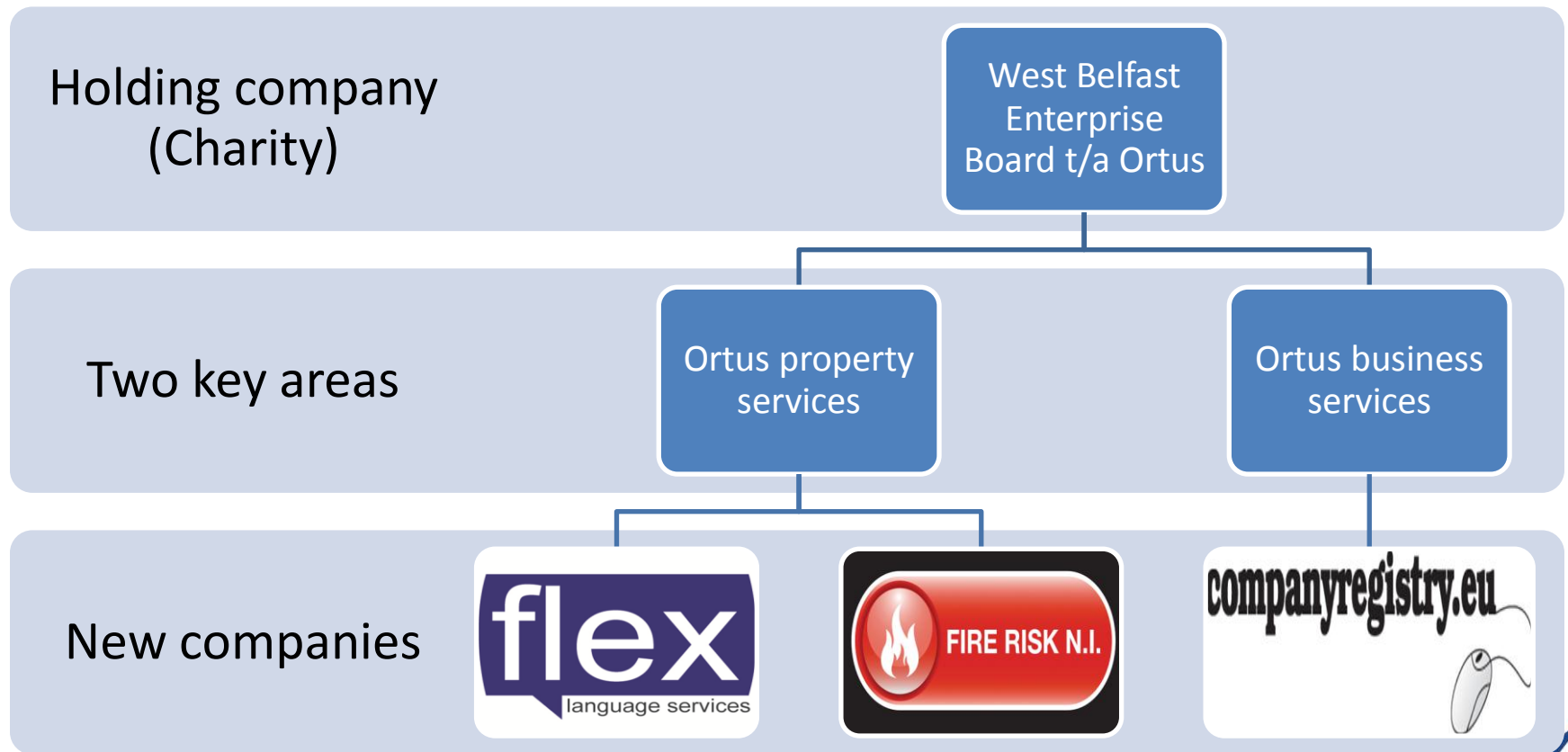
NI Assembly Business Trust May 2012

What is Ortus?

Ortus is a commercial social enterprise that drives its activities at maximising income and redistributes its surpluses to the community.

We are a social enterprise that develops the private sector.

How are we structured?



Property at Twin Spires Complex & Westlink Enterprise Park 1990 - 2012

Twin Spires Complex



- 135,000 sq ft lettable workspace at the Twin Spires Complex.
- Usually 95+% let
- Great access to airports and road infrastructure.

Westlink Enterprise Centre



- 40,000 sq feet of lettable space (a more industrial site).
- Situated ¼ mile from Belfast City Centre in Distillery Street off the Grosvenor Road
- Immediate Access to Westlink intersection (major transport link through Belfast)

Property – Diversification.

Managing three additional Sites: Approximately 300,000 sq ft

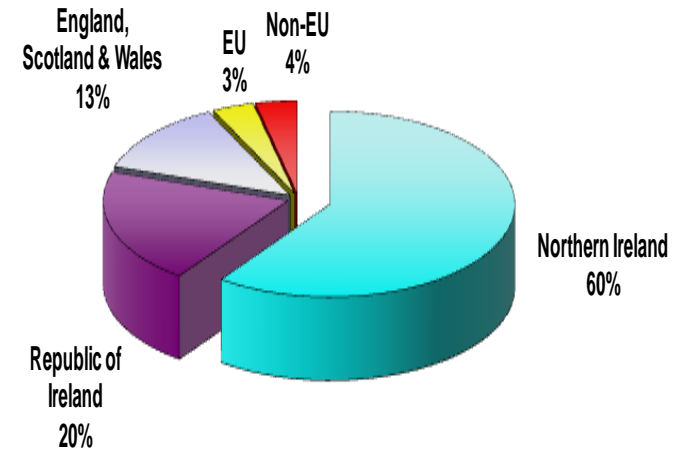
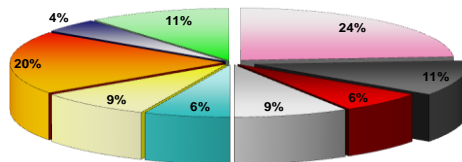
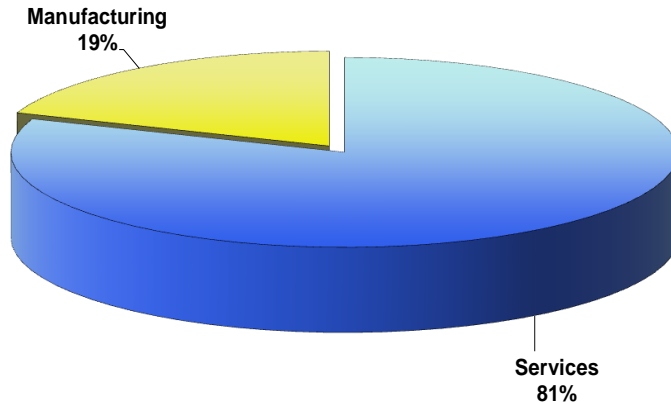
- Dairy Farm Shopping complex
- Tully Business Park
- Boucher Business Studios.
- Also manage the security gates contracts for the DOJ for West/North Belfast



Current Property portfolio:

- 180,000 sq ft of owned property with unrestricted net worth of approx £17 million.
- 110 businesses across the two sites. Many of these in growth phase.
- Approximately 700 employees across the sites.
- Trading activities outside Northern Ireland - 40%
- Business expansion on a regular basis (property management and maintenance).
- Two new capital projects in the pipeline.
- Training opportunities continuously highlighted and signposted.
- Have facilitated the creation and development of over 2000 companies.
- Facilitated the creation of approximately 5000 jobs since 1988.

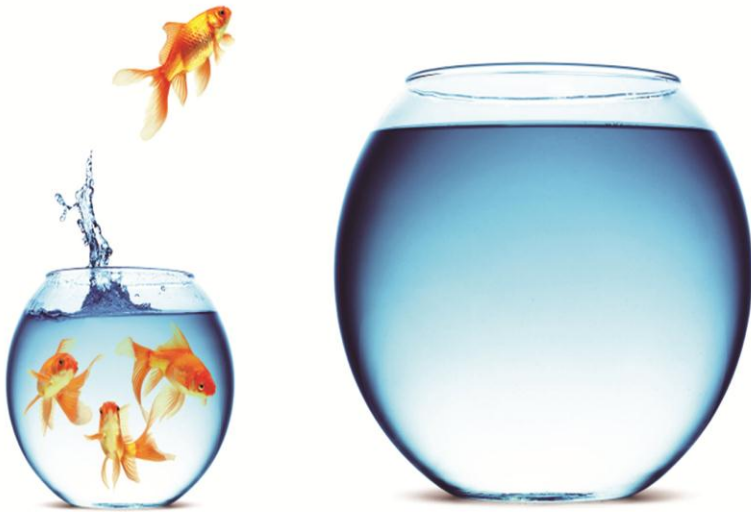
Types of businesses on our business parks.



Ortus Business Services:



Ortus Business Services



Taking your business to the next level

Business Services offered:

- Specialist consultancy advice.
- Franchise consultancy.
- Access to alternative finance.
- LEAN processing specialism
- Business planning and mentoring
- Market entry reports
- Financial planning
- Market research and planning.
- Strategic planning.
- Enterprise development training.

Diversification:



Started in September 2010.

£99 for a standard company formation

Online service

24 hour turn around on formations.



Started in October 2010

Highlighted the change in legislation.

Responsibility of the owner/occupier.

Staff are fully NEBOSH qualified and competent persons.

Flex Language Services:



www.flexlanguageservices.com

- Acquired in June 2011
- First SE in the UK to acquire a University Spin Out company
- Almost 400 interpreters/translators
- 60 languages serviced.
- Wide range of contractors.

NI Franchise Show:

NI's first Franchise Show

40 UK based Franchisors

10 support organisations.

Scheduled again for
November 2012

THE NORTHERN IRELAND
**FRANCHISE
SHOW**

Friday 11 November 2011
Derry/L'Derry - Millennium Forum
10:00am - 4:00pm

Saturday 12 November 2011
Belfast - Europa Hotel
10:00am - 4:00pm

FREE ENTRY



Meet Apprentice finalist
Jim Eastwood
at the Belfast Show

WIN a comprehensive franchising
consultancy package worth £1,000

Individuals: Start your own business
Businesses: Grow through franchising

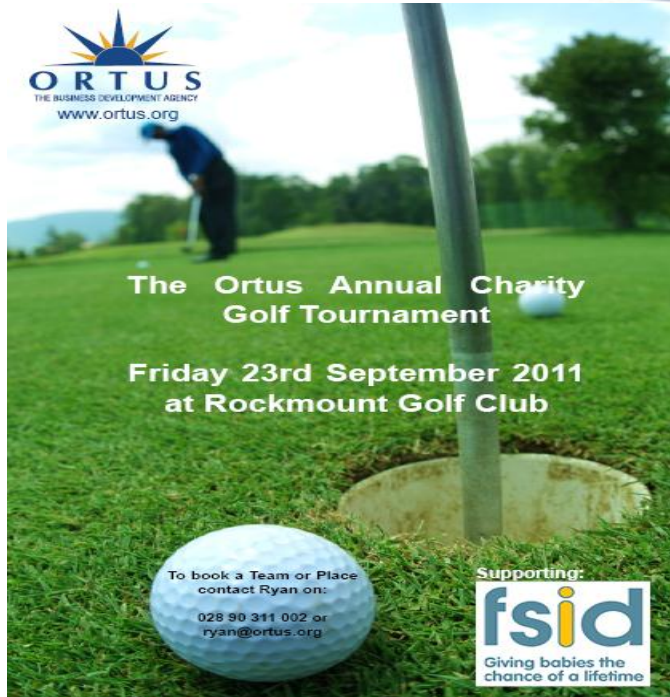
www.nifranchiseshow.com



Part of the
Ortus Group



How we give back...



- Subsidised rent (cheaper than commercial rates).
- Approx £60k per annum to local charity/ youth/ church/community/ sport organisations.
- Approximately £50k p.a. in free business support and advice.
- Sponsor a number of school bursaries.
- Since 2007 we have donated almost £250,000 to charitable causes.



To summarise:

We don't receive any core funding (often misunderstood).

- We own 180,000 sq feet of property worth £20m+
- We manage 300,000 sq ft. of other property.
- Property usually at 95%+ lettings.
- Partnerships with many organisations.
- Turnover of around £1.5million
- Surpluses of around £200k
- When developing/investing we borrow the money from Banks etc.
- Give money back to local community organisations.
- Fully self sustaining.
- We compete, unaided, with all the private sector.

Contact information:

- **Websites:**
 - www.ortus.org
 - www.ortuspropertyservices.com
 - www.flexlanguageservices.com
 - www.fireriskni.com
 - www.franchisingni.com
 - www.nifranchiseshow.com
 - www.companyregistry.eu
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